

**Advance Northumberland
Wansbeck Workspace, Ashington
Business Growth and Investment Manager
(£35k - £40k depending on experience)**

About Advance Northumberland

Advance Northumberland is a Property Investment, Estate Management and Development Company. Building new homes for rent and sale, attracting investment and business growth, managing delivery of major projects, providing a diverse portfolio to support businesses and regeneration and helping you find a place to call home.

We are looking for an experienced Business Growth and Investment Manager to join our Economic Growth and Investment Team. The Economic Growth and Investment Team have an established track record as a provider of inward investment and business support services, including start-up and growth programmes. We continue to provide comprehensive support to businesses across the County and are funded through a combination of operating profits from our commercial activities and external grant funding.

Your new role:

Working in partnership with the wider Advance Northumberland group, our shareholder Northumberland County Council, clients and multiple stakeholders, the role will specifically play a leading part in the agenda for inward investment linked to key sectors and strategic employment sites across Northumberland. The successful candidate will drive the delivery of targeted inward investment campaigns to secure investment and promote Northumberland as a place for businesses to locate and grow. In particular, the role will focus on the delivery of the Energy Central investment campaign connected with the Advance Northumberland owned site including those at Northumberland Energy Park. £36m of investment has been secured to remediate and reclaim the land in order to attract additional private investment to Northumberland Energy Park and the wider Blyth Estuary, making it a significant regional project for the North East. This is an exciting opportunity for someone to lead a campaign of proactive activity and play a pivotal role in attracting more businesses to join the growing and innovative energy cluster at the Blyth Estuary .

Key duties & responsibilities:

- **Leading, developing and delivering targeted and proactive inward investment campaigns to promote Northumberland as a place to invest, with a particular focus on Energy Central and wider strategic employment sites across Northumberland.**
- **Working with and supporting a range of potential inward investors to secure investment and successfully help them understand the benefits of choosing Northumberland as a place to invest.**
- **Working with multiple stakeholders and partners at regional, national and international levels to create and deliver compelling and attractive value propositions to secure investment in Northumberland.**
- **Understanding key markets and identifying opportunities for investment into Northumberland.**

- **Working with regional partners to provide information on Northumberland's performance and activity within inward investment and economic growth.**

To succeed in this role:

The successful applicant must be able to demonstrate key skills and experience in the following key areas:

- Success working in Inward Investment.
- Economic Development and Business Growth functions.
- Working in partnership and with multiple stakeholders.
- Proposition development and campaign delivery.
- Excellent communication skills.
- Excellent customer service approach.
- Knowledge and understanding of Northumberland's key sectors and market opportunities.

What you will get in return:

This organisation offers a competitive salary, the tools you need to do the job as well as excellent benefits inclusive of:

- 26 days holiday + bank holidays, which increases to 31 days after 3 years' service
- Contributory pension scheme
- Half price gym membership
- Cash plan
- Various Salary Sacrifice Schemes
- Flexible working arrangements, including home working

To apply please send a copy of your CV and a covering letter explaining your suitability and interest in the post to workforus@advancenorthumberland.co.uk

Closing date: 4th August 2021

Interviews will be held on 18th August 2021

For an informal discussion please contact John Hildreth, Head of Economic Growth on 01670 528400 / john.hildreth@advancenorthumberland.co.uk

If you wish to withdraw your consent for us to process your application, please email workforus@advancenorthumberland.co.uk